

## US EXECUTIVE APPROVAL FORM

**ATMI, Inc.**

**HQAPP Requests:**

1. Store (25%) plus 29% for a total of 54% for Migration (upgrade fee not discounted)
2. Store (20%) plus 34% for a total of 54% for New Licenses

**Deal Summary:**

Deal Summary for Migration	
Programs	386 Professional Users of EBiz Suite, and 26 Employee Users of EBiz Suite
License Discount	54% (ebiz + 29%)
Support Discount	54% (ebiz + 29%)
List License	\$1,554,400 (list license before original net fees paid migration credit for of \$557,876)
List Support	\$341,968
Net License	\$213,672 (Includes the 10% EBiz upgrade fee of \$55,787)
Net Support	\$171,734 (Includes the 10% Ebiz upgrade fee of \$12,454)
Net Total Price	\$385,406
Price List Used	February 10, 2003

Deal Summary for Additional Ebiz Users	
Programs	37 Professional Users of EBIZ Suite, and 586 Employee Users of EBIZ Suite
License Discount	54% (ebiz + 34%)
Support Discount	54% (ebiz + 34%)
List License	\$382,400
List Support	\$84,128
Net License	\$175,904
Net Support	\$38,698
Net Total Price	\$214,602
Price List Used	February 10, 2003

**Justification:**

ATMI is in the process of evaluating tier 2 and 3 application vendors for CRM and PLM along with an extremely aggressive proposal from Peoplesoft to replace all of the Oracle applications. This discount requested for both the Ebusiness Suite migration and additional users will solidify ATMI as an existing Oracle customer leveraging additional functionality within the Suite especially CRM.

**Recommendation:**

Approve.

**Submitted By: Bagshaw, Boucher**

R: 05/06/03

C: 05/06/03

L: 05/06/03

A: 05/06/03

BP: swong

